

AHS CHALLENGES FOR CHANGE REQUEST FOR PROPOSALS
QUESTIONS

From the June 23 VIT meeting:

1. Is there a reason sections 9, 10, and 11 are missing in the outcomes in Attachment A?
 - A. Those sections were not part of the 12 outcomes. Those sections pertain more to process outcomes and are not included.
2. Is there a plan for evaluation to have consistency across measures?
 - A. Not at this time. Since the Proposals must identify outcomes and savings, it is expected the measures will be clear and measurable. Proposals could be quite diverse, so we'll have to wait to see what is submitted.
3. Is there a possibility for technical assistance identifying how to track certain measures or outcomes?
 - A. Yes. AHS is willing to work with proposals to identify how best to track savings and outcomes.
4. Are there formulas for measuring return on investment?
 - A. No.
5. How do we know where savings might come from?
 - A. To the degree a proposal wants to identify savings in health care, homelessness or other similar arenas, the state will provide technical assistance upon request.
6. Is there a list of all the other current initiatives that could impact this RFP?
 - A. AHS will create a list on the AHS website.
7. How can we measure savings for complex families?
 - A. Savings might come in healthcare, Reach Up use, housing costs, reduction in other AHS services, law enforcement and Corrections.
8. What is the role of the Field Services Director?
 - A. AHS Field Services Directors are expected to give technical assistance to groups who want it, to convene the community if that is not happening, and to review all proposals before submission. They are not expected to approve proposals before submission.
9. Will there be an MOU within AHS as a foundation for doing business differently?

- A. Not a formal MOU between departments, However, numerous Challenges are working across departments. That is the expectation so if any proposals encounter lack of collaboration between parts of AHS, please let the Secretary's office know.

10. Can proposals work with agencies outside our area?

- A. Yes. There is no restriction on who a proposal can include.

11. Can there be more than one proposal from any area?

- A. Yes.

12. How will the money be distributed?

- A. That depends on where the successful bidders come from. There is no presumption that all areas of the state will receive funding or a set amount, but AHS will give consideration to trying to have statewide participation, all other things being equal.

13. Will these be contracts or grants?

- A. Performance based contracts.

14. How will the 24% hold back in funding work?

- A. All contracts will be structured to be able to measure progress. Approximately 25% of the funding will be reserved for the final quarter of the contract period. If the project is on target and achieving outcomes and saving money the rest of the funding will be released. If the project is not achieving outcomes and savings, the 25% may not be paid and the contract may be cancelled.

15. Is there any elaboration on the scoring? Is there a floor?

- A. There is no floor. The Challenges Board will have discretion to award whatever points it chooses for any proposal, or part thereof.

16. Is there a preference for re-structuring or doing something new?

- A. There is no preference except that the RFP is premised on the concept of structural change.

17. Will all parts of the state receive funding?

- A. Not necessarily, although if proposals are relatively equal in merit AHS will strive to have wide geographic distribution.

18. Could a proposal be statewide?

A. Yes

19. How can proposals address sustainability?

A. Proposals will need to identify savings sufficient to sustain the project in the future but also reduce state spending. In other words, if a proposal can perform some human services work more efficiently, at lower cost, then it should be sustainable, and the difference between its cost and the former costs would be savings to the state's budget.

Other Questions

20. A question came from Bennington asking about the connection between the RFP for the DA's to work with the Seriously Functionally Impaired population in Corrections and the AHS Challenges for Change RFP.

A. To the extent a Designated Agency could combine efforts to address the SFI population and other mental health needs, including children, it would appear to be a competitive strategy to have a more comprehensive approach.

21. How will the funding be distributed? Will there be start up funding?

A. Yes, there will be start up funding. The, in all likelihood, additional funds will be provided on a quarterly basis on submission of a progress report. AHS will be looking for progress on outcomes and savings, but understands early reports may be just on process measurements.

22. Can a small non-profit request funding to continue what we are currently doing to prevent women from entering Corrections?

A. Yes, but all are encouraged to participate in a more comprehensive integrated approach with other partners. Early prevention is valuable but may not be able to be tied directly to short term savings.

23. What about working with other state agencies that are not AHS? Can bidders get some help from AHS?

A. Yes. If a bidder wants to collaborate with some other part of state government, e.g., Education, and is having trouble accessing that department's staff, please let Patrick Flood know and he will attempt to assist.

24. The RFP does not appear to support collaboration in terms of point rankings.

A. While there are not many points directly for collaboration, it is implied in several measures including degree of community support and amount of match funding. However, integration is key to the desired structural change, so collaboration with other partners is very important.

25. How will sustainability work? If a bidder requests \$100,000, does that mean the project needs to save \$100,000?

A. Basically, yes. Every project should not only be able to save enough on an annualized basis to sustain itself in future years, but also provide some additional savings to the state budget bottom line.